

Message Text

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SUBJ: MAJOR PROJECTS: NEW LISBON AIRPORT STATUS REPORT:

REF: LISBON 1321; STATE 132432

COMMERCE FOR BIC/MEPD

1. NEW LISBON AIRPORT PLANNING (GNAL) DIRECTOR TOLD COMMERCIAL ATTACHE TODAY THAT INTERESTED FIRMS NOW MAY BE INFORMED OF POSSIBILITY THAT TURN-KEY APPROACH MAY REPEAT MAY BE ABANDONED. HOWEVER, GOP HAS MADE NO FINAL DECISION. THE SECRETARY OF STATE FOR TRANSPORTATION AND COMMUNICATIONS HAS FORMED A TECHNICAL LEVEL COMMITTEE TO REVIEW FOLLOWING INFRASTRUCTURE PROJECTS: NEW LISBON AIRPORT, LISBON-OPORTO TOLL HIGHWAY STSTEM AND NATIONWIDE RAILWAY MODERNIZATION. THIS REVIEW COMMITTEE WILL EVALUATE PROJECT DEVELOPMENT PLANS NOW IN OPERATION AND MAY RECOMMEND NEW APPROACHES AND PRIORITIES.

2. GNAL DIRECTOR, COL. JOAQUIM RODRIQUES DE OLIVEIRA JR., IS A MEMBER OF THIS COMMITTEE. IF HE HAS THE CLOUT HE EXPECTS TO HAVE ON THIS NEW REVIEW COMMITTEE, THEN WE WILL SEE TURN-KEY APPROACH ABANDONED. COL. OLIVEIRA HAS ALWAYS FAVORED AWARDED CONTRACTS FOR WORK BY PHASE, I.E. SEPARATE CONTRACTS FOR DESIGN, CONSTRUCTION AND EQUIPMENT WITH FINANCING ARRANGED AT EACH PHASE.

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3. IN CASE GNAL GOES TO PHASED APPROACH, COL. OLIVEIRA

IS THINKING OF A NEW PREQUALIFICATION PROCEDURE TO
SELECT A SHORT LIST OF COMBINED REPEAT COMBINED NATIONAL
AND FOREIGN ENGINEERING AND ARCHITECTURE GROUPS.
SINCE LOCAL CONTENT WILL STILL BE A REQUIREMENT, U.S.
FIRMS MAY WISH TO BEGIN PRELIMINARY TALKS WITH PORTUGUESE
FIRMS.

4. COMMENT: WHILE FINAL DECISION IS NOT EXPECTED FOR 30
TO 60 DAYS, WE PREDICT THAT NEW LISBON AIRPORT WILL
GO FORWARD, THAT GNAL WILL REMAIN INTACT AND THAT TURN-
KEY APPROACH WILL BE ABANDONED IN FAVOR OF CONTRACTS
BY PHASE. IF THESE PREDICTIONS ARE ACCURATE, U.S. DESIGN
FIRMS HAVE AN EXCELLENT OPPORTUNITY ON THIS PROJECT. HOWEVER,
THEY WILL HAVE TO AGAIN HUSTLE UP LOCAL PARTNERS.
SCOTT

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